

THE Dental Trader

VOL. 7 NO. 3 • MARCH '10
No. Calif. Edition

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FRESNO COUNTY

FRESNO COUNTY #1 - (3) op G.P. Only private dentist in smaller town. 2008 collections approx. \$375K on 3-4 days/wk. Mixed pt. base. Low overhead. **PRICE REDUCTION. SELLER SAYS MUST BE SOLD IMMEDIATELY!**

FRESNO - (3) op G.P. in single story prof. bldg. in downtown. (4) yr old eqt. Cash/Ins/PPO/Denti-Cal pt. base. 2009 Projected Gross Collections ~ \$250K. Great starter practice or 2nd location. Many referrals from M.D. neighbor. Priced to sell! **NEW**

KERN COUNTY

BAKERSFIELD #20 - (3) op computerized G.P. & a duplex bldg. (2) ops eqt'd with new eqt, 3rd op plumbed not eqt'd. Cash/Ins/PPO & some regional center reimbursements. No HMO's or Denti-Cal! Gross collect \$450K-\$470K/yr. 35 years of goodwill. Approx 25 new pts/mos. Seller retiring. **SOLD**

LOS ANGELES COUNTY

ARCADIA - (4) op computerized G.P. located in a well known, easily accessible medical dental bldg. on a main blvd. Cash/Ins/PPO with no HMO's or Denti-Cal. Gross Collect \$315K+/yr on a (4) day wk. **PENDING**

BALDWIN PARK #2 - (5) op computerized G.P. (4) ops eqt'd. 5th plumbed. Cash/Ins/PPO/Denti-Cal pts. In a strip ctr w good signage/visibility. Easy Dental s/w. 2008 Gross Collect approx. \$230K p.t. Can do more f.t.

CALABASAS - DDS office Build to Suit opportunity for long term lease in a prestigious two story prof. bldg. Bldg. is conveniently located just off the fwy. near the center of town. 1,200 to 3,600 sq. ft. available. **NEW**

CULVER CITY - Recently remodeled (3) op comp. G.P. on a main blvd w exposure/visibility. Digital x-rays. (2) new Belmont ops and (1) older Belmont op. Cash/Ins/PPO pt. base w minimal Denti-Cal & no HMO's. Gross Collect \$425K+/yr. Lower overhead office w high net. Seller returning to school.

GLENDALE - Extremely motivated Seller wishes to sell their (4) op (2 eqt'd & 2 plumbed) G.P. office located in a free standing bldg with exposure & visibility. Mixed patient base. Gross Collect \$110K+ on (1-2) days/wk. **Price Reduction.**

LOS ANGELES (KOREA TOWN) - Computerized G.P. located in the Korea Town area of Los Angeles. Store front location with excellent exposure, visibility & signage. State of the art facility with (7) ops of newer Belmont equipt, Cerec 3, (2) lasers, fully equipped lab, (6) digital x-rays, Dentrix s/w, PRP System, Jaw Tracs, and 3D ICAT Imaging System. Annual Gross Collections of **\$1.4M+ with an annual net of approx \$450K!** Cash/Ins/PPO pt. base. No HMO's & no Denti-Cal. Approx 20 new pts./mos. 30+ years of Goodwill. Seller retiring but will assist with transition or could stay on part time.

RESEDA - (4) op G.P. w an x-ray room. (2) ops eqt'd, (2) additional plumbed. 10-12 new pts per mos. Pt. base is Cash/Ins/PPO and small amt of Denti-Cal. Gross Collect \$230K+/yr. p.t. Low overhead/high net. Seller retiring.

SANTA CLARITA VALLEY - HERE'S THE ONE YOU'VE BEEN WAITING FOR!! (11) op computerized G.P. (10) ops eqt'd, 11th op plumbed. In a well known prof. bldg. with great signage! Cash/Ins/PPO/HMO and small amt of Denti-Cal. Gross Collect of \$1.6M+/yr. **with an annual net of approx \$600K!** Cap Cks of \$13K-\$15K/mos. Refers out Diff. O.S., Perio & Ortho. Pract can be easily grown to \$2.5M+/yr by adding more hygiene, specialists, and advertising. **NEW TERMS**

TARZANA - (3) op computerized G.P. Located in a busy shop ctr. Excell. exposure/visibility/signage. Cash/Ins/PPO/HMO pts. 2008 Gross Collect approx. \$600K+ on a (3) day wk. Seller collect. \$960K f.t. in 2006 before her pregnancy. Tremendous upside. **SOLD**

VALLEY VILLAGE (SHERMAN OAKS) - (4) op computerized G.P. located in a free standing bldg. on a major boulevard. Cash/Ins/PPO patient base. Annual gross collections \$475K+ on a 3 1/2 day/week. Seller is a 1-800 DENTIST Provider. Seller retiring but will assist in transition. **NEW**

WOODLAND HILLS - (3) op computerized G.P. in a strip center on a main blvd. w excell exposure, visibility & signage. Digital x-rays & intra oral camera. Dentrix software. Cash/Ins/PPO only. No HMO's & no Denti-Cal. 1-800 Dentist provider. 2009 projected Gross Collect. of \$700K+. Seller is taking an academic position but will transition. **PENDING**

RIVERSIDE COUNTY

SAN JACINTO (HEMET) - (4) op computerized. G.P. Absentee owned HMO practice with \$6K/mos Cap Check. No Denti-Cal! 2009 Projected Gross Collect \$450K+ on a (3) day week with a projected owner/operator net of ~ \$180K. **NEW**

ORANGE COUNTY

ANAHEIM - (3) op computerized G.P. Low overhead office. Cash/Ins/PPO/Denti-Cal patient base. Annual Gross Collections exceed \$260K/yr on p.t. schedule.

SAN BERNARDINO COUNTY

HIGHLAND - (3) op G.P. 2 ops eqt'd with newer eqt, 3rd op plumbed and eqt'd with an older chair & an x-ray. Shop. Ctr. location. Cash/Ins/PPO & a very small % of Healthy Families. No HMO's & no Denti-Cal. (18) new pts./mos. Annual Gross Collect. approx \$250K on a (4) day wk. **SOLD**

UPLAND - (3) op computerized G.P. State of the art & drop dead gorgeous. Located in a shop. ctr. with exposure/visibility & signage. Digital X-Rays & networked ops. Like new Eqt. Open 1 1/2 years & has approx. 300 pts. Grossing \$6K-\$8K/mos on a p.t. schedule with no marketing. Seller moving. **Price Reduction. SOLD**

SAN DIEGO COUNTY

LA MESA #3 - (5) op computerized G.P. (4) ops eqt'd w newer eqt. 5th op plumbed not eqt'd. In a one story garden style medical/dental complex. Cash/Ins/PPO & HMO pts. No Denti-Cal. Cap check approx. \$5K/mos. Easy Dental software. 2009 Proj. Gross Collect \$475K.

VENTURA COUNTY

VENTURA - MULTI SPECIALITY PRACT. - (5) op comput. office in a one story prof. bldg. Digital x-rays & pano, paperless office, 3 1/2 yr old Belmont eqt. & (2) ceiling mt'd surgical microscopes. 2 days/wk Pedo, 3 days/mos O.S., 2 days/wk. Endo, & 1+ days/mos Perio. Cash/Ins/PPO/HMO/Healthy Family pt. base. 2008 Gross Collect \$540K+.

NORTHERN CA

LODI - (4) op comp. G.P. (3) ops eqt'd, 4th plumbed. Free stand bldg on a main St. w exposure/visibility. Cash/Ins/PPO/HMO pts. Cap Ck ~ \$5K/mos. 2009 Proj Gross Collect \$460K. Absentee owner.

PETALUMA - (2) op comp. G.P. New Belmont eqt'd. Cash/Ins/PPO/HMO pts. Cap Ck ~ \$3K/mos. 2009 Proj Gross Collect \$480K. Absentee Owner.

STOCKTON - WOW! ~ \$20K/mos Cap Cks! (7) op comp. G.P. located in a prof. bldg. (3) ops of newer Belmont eqt. plus (4) ops of older eqt. Cash/Ins/PPO/HMO pts. Cap Ck ~ \$20K/mos! 2009 Proj. Gross Collect \$1.25M. Absentee owner.

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Make your advertising more effective, follow these simple tips!

- 1. Don't start** your ad with "For Sale:" instead, begin it with the item you are selling. Example: **HEMET GP PRACTICE** for sale.
- 2. Avoid using only an email address** for contact, using a phone number increases response dramatically. Sending email takes too much time & effort.
- 3. Don't repeat the same ad** over & over...it is better to change it or, if running multiple ads in a single issue, avoid repeating them. Doctors dislike redundancies (they tell us this all the time).
- 4. Use spell check** and check your contact info to make sure it's right. Many ads are submitted online w/ typos, incorrect phone numbers or lack contact information completely.
- 5. Follow the guidelines** on our tutorial when submitting ads online. If you wish to run an ad more than once, please use the Commercial Reader Ad Form and pay for the redundant ads. It is Dental Trader policy to delete redundant free reader ads. You may run one free reader per need/item per month (up to 20 words). **Habitual violators get banned.**
- 6. Select the appropriate area for your ad.** If you are seeking part time staff in Los Angeles, don't submit the ad for our Northern Calif. edition. Many doctors do this. Just because you can advertise statewide doesn't mean you should.
- 7. Be exact in your language.** It is difficult to understand a vague ad. Example of a bad ad: **DA for busy downtown practice** Call 555.123.4567. Example of a good ad: **DA SOUGHT** for downtown LA practice. Call 555.123.4567.
- 8. Paint a mental picture.** Be descriptive. Example of a bad ad: **PRACTICE FOR SALE** LA grosses 250K/yr, sell for \$180K. Call 555.123.4567. Example of a good ad: **STUNNING LOS ANGELES GP PRACTICE** in new medical bldg for sale. 3 ops w/ amazing views of city. Grossing 250K on 3 day work week, room for growth/expansion. Recently redecorated, equipment looks new. Call 555.123.4567.

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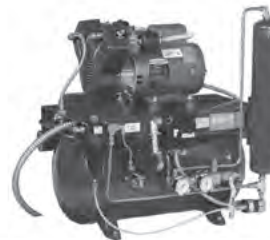
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Apple Valley new dental practice for sale. 2864 sq ft, 5 ops fully eqpt with room to expand. Lg. private office, sterilization area, lab, beautiful office, must see! Only dentist in medical building, located across from the hospital. Great potential for growth. Small patient base included. Ask for "AL" \$125,000 OBO (760)946-5200.

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- **ALTURAS:** For Sale - General Dentistry Practice. Collections \$611K on 3.5 days/week w/same number of hygiene days. Owner owns the Bldg. & has practiced in Alturas since 1985. Owner will consider selling Bldg. with practice. #14279
- **APTOS:** For Sale - General Dentistry Practice. Highly desirable location. 2008 Gross Receipts over \$1Mil. w/adjusted overhead at 51%. 3-operators in 1,000 sq. ft. Pano & Modi computerized software. 9-hygiene days per week. Practice operated for past 33 years in same location. Open 5 days a week. Owner willing to work back for new owner 2 days/wk.
- **ATWATER:** For Sale - General Dentistry Practice. Gross receipts \$177K with adjusted net income of \$67,495. Practice has been in its present location for the past 30 years. 1,080 sq. ft. 2- equipped operators. Owner to retire.
- **DIXON:** For Sale-General Dentistry Practice. '08 collections were \$122,894 on 1,100 sq. ft. office. Owner has relocated out of state and is motivated. Good opportunity to build a practice in a growing community near Davis, CA. #14265
- **EL SOBRANTE:** For Sale-General Dentistry Practice: Ideal for recent grad or DDS looking for satellite practice. 3 ops. w/potential of 5. '08 receipts \$350K, adj. net income \$124K. 3 days of hygiene. Pano, Easy Dental software. 1,300 sq. ft. Seller is retiring after 35 years in same location. #14302
- **FRESNO AREA:** For Sale-Exceptional General Dentistry Practice. This outstanding practice has annualized collections of \$1,921,467, \$798K adj. net income. The office has Dentrix, Laser, Intra-oral camera, digital x-ray and Pano. Bldg. may be avail. for sale. Owner is retiring. #14283
- **FRESNO:** For Sale-General Dentistry IV Sedation Practice. Collections \$1,064,500. Seller looking for either an outright sale or a buyer to purchase 1/2 of the practice. Buyer will need IV sedation skills or have been trained to provide IV sedation. Facility 1,500 sq. ft. w/5 equipped operators & 7 days of hygiene. #14250
- **FRESNO:** For Sale-General Dentistry Practice. Owner has practiced in same location 34 years. 3 TX rooms, 1,000 sq. ft. Located in a Medical Center Bldg. Owner to retire. 2008 collections were \$86K. Ideal for a new grad or satellite office.
- **FRESNO:** For Sale-Office Space Only in North Fresno Area. New fully equipped top dental space avail. asking \$115K. Equip. approx 3 years old. Space avail. for 4th op. Office design contemporary & tastefully done. Asking price includes all leasehold improvements.
- **GRASS VALLEY:** For Sale-This Periodontal Practice is located in a very desirable growing community. Practice has been in its present location for the past 28 years. Office consists of 1500 sq ft 3 ops, Intra -oral camera. Practice has 5 days of hygiene
- **GREATER AUBURN AREA:** For Sale-General Dentistry Practice 7 Dental Building. Outstanding opportunity to purchase well established, very successful, 4 op Fee for Service practice. 1,800 sq. ft. dental bldg. in the Sierra Foothills. No PPO or HMO. '08 Collections \$763K on 3.5 days with 5.5 days of hygiene. Owner is retiring. #14304
- **MODESTO:** For Sale - General Dentistry Practice. 5 operators, 32-years in practice. Gross Receipts \$884K w/adjusted net income of \$346. Dentrix, Cerec, and Intra-oral camera. Owner to retire.
- **MODESTO:** For Sale-General Dentistry Practice. 12 Treatment rooms, Pano, Laser, Intra Oral Camera, 10-years in same location. Three days of hygiene. Owner-32 years in practice willing to work a couple days of week to help transition the practice or as Role-Reversal.
- **NO. CA WINE COUNTRY: ENDO PRACTICE** For Sale-GR 958K adj net \$673K 4 Ops. 1,500 sq. ft. Overhead 29% Owner to retire #14296
- **OROVILLE:** For Sale - General Dentistry Practice. Owner dentist recently deceased. 2009 collections \$770K. Very nice stand alone dental building with basement. 7 ops digital x-ray 5 days of hygiene. Bldg 3,000 sq ft Basement 540 sq ft. Temporary Dentist in place.
- **PALM SPRINGS:** For Immediate Sale - General Dentistry Practice. 2008 Gross Receipts \$906K with adj. net income of \$346K. 1,600 sq. ft. desirable location with 4 ops. Laser, and Intra-oral camera. 5 days of hygiene. Owner recently deceased.
- **PINE GROVE:** For Sale- Owner Dentist recently deceased. Collections for corp. year ending Sept. 20, 2009 were \$222, 580. Nice 3 op fully equipped for \$111,300. Great semi-retirement opportunity or 2nd office. Located 1 mile off of HWY 88 above Jackson. Temp Dentist in place.
- **PORTERVILLE:** For Sale-One of two partners is retiring in this highly successful General Dentistry Practice. Receipts \$2Mil, adj. net \$1,257,000. 2,000 sq ft 6 ops. Intra-Oral camera, Pano, Dentrix, 10 days of hygiene. #14291
- **RANCHO SANTA MARGARITA:** For Sale - Dental office space & equipment. 1200 sq. ft. ops. with dental leaseholds and fully equipped dental equipment. Built by Henry Schein in 2005 Pelton and Crane cabinetry and sterilization center. This is a wonderful opp. to have a nice office at a very low cost by taking over lease. A great opp. for a start up or sat. practice. #14301
- **RED BLUFF:** For Sale-General Dental Practice "REDUCED PRICE" Facility overlooks the Sacramento River, 3,500 sq ft, has 8 ops, 10 hygiene days. Reduced price/Or Best Offer due to retiring doctor's health. Historically Gross Receipts have been over \$1Mil per year. 100% financing available. Sale of Building (optional) #14252
- **REDDING:** For Sale-Owner looking for Assoc. trans. into Partnership w/Buy-Out. GR \$1 Million dollars income \$436K. 5.5 days hygiene, 2,200 sq. ft. #14293
- **RENO: FOR IMMEDIATE SALE DECEASED DENTIST** - General Dentistry Practice. 2 ops. 17yrs. present location '07 GR \$765K with adj. net of \$263K w/65% overhead. Bldg. also for sale. Owner deceased.
- **ROSEVILLE:** For Sale-General Dentistry Practice. 2008 Receipts \$834K with adjusted net income of \$297,218. 64.4% overhead. Practice has been in this present location for the past 7 years. 12 ops. New Patients a month. 6-treatment rooms in 2,100 sq. ft. Laser, Intra-oral camera, and digital radiography. Owner relocating out of office.
- **SAN FRANCISCO:** Financial District 4 ops. 1,500 sq. ft. MERGER - Buyer needs to bring in Pl. base #14288
- **SAN FRANCISCO: Deceased Dentist.** General Dentistry Practice for Sale. Fee for Service GP Practice on busy street in lower Mission District. 2008 collections were \$496,600. 4 ops. with Pano. in 1,100 sq. ft. office. Practice in same location for 41 years. Hygiene 5 days a week. Refers out Endo, Perio, Ortho, Oral Surgery. Great opportunity for exp. Dentist. Owner Dentist is recently deceased. Temporary Dentist working practice until sale. #14299
- **SOUTH LAKE TAHOE:** For Sale-General Dentistry Practice. Office is 647 sq. ft. w/4 ops. Practice has been in its present location for the past 26 years. Owner to retire. #14277
- **YUBA CITY/ MARYSVILLE:** For Sale-General Dentistry Practice w/Bldg avail. Practice located in present (great) location over 30 years. 1,800 sq ft 5 ops 4 hygiene days. Owner to retire #14273

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8 CE Units

Instructor: Joseph Massad, DDS

Tuition: AGD members \$99

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Includes Breakfast & Lunch

Registration: 7:00 am, Program 8:00 am - 4:00 pm

Embassy Suites Hotel - Anaheim South

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8 CE Units

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Registration Form

Name _____ AGD # if member _____

Address _____ City _____ State _____ Zip Code _____ Telephone _____

Fax _____ E-Mail _____ Course Date _____

Credit Card # _____ Expiration _____ Amount _____

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BAY AREA CONTINUED

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D-8301 SAN JOSE - FFS - "One Stop Shop" w/multiple Specialists under one roof. Exc Pt Base. Amazing opportunity in a highly desirable, family-oriented community. 2,400 sf & 8 ops, **\$1.2m**

NEW! D-845 SAN JOSE - Facility - Attractive office. Traditional décor. Retail Plaza. 2,240 sf & 5 ops. **\$150k**

NEW! D-8521 SAN MATEO-Facility - SPECTACULAR office -Quality dental care - Modern facility. Just blocks off of Hwy. 92 and I-280. 2-Story Shp Plza. 2,076 sf & 4 ops + 3 add'l **\$150k**

NEW! D-8541 SANTA CRUZ -Relaxed atmosphere. Well-established, modern practice. Free standing single story building. Affluent, desirable location. 1,650sf & 4 ops. Plumbed for 1 add'l. **\$430k**

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NORTHERN CALIFORNIA

E-748 SACRAMENTO -Convenient location. 820sf/2ops. Plumbed for 1 add'l. **\$65k**

E-729 AUBURN - Busy retail shp ctr w/ excellent signage & good traffic flow. Well maintained FFS practice. 1750sf, 4ops. Plumbed for 2 add'l ops **\$300k**

E-7121 SACRAMENTO AREA - Largely FFS. 1800sf, 4ops (+2 add'l plumbed). Highly visible, 2-story Prof bldg. **\$695k**

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NEW! E-849 SACRAMENTO -Established community in distinct area. FFS Quality practice. Free-standing building. 3 fully equipped ops **\$205k**

F-7651 COASTAL EUREKA AREA -Near Thriving University. Vibrant student/staff population. Seller retiring. 2700sf, 6 ops. **\$480k**

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K-735 ALISO VIEJO FACILITY - Upscale 2 story Prof Bldg. 1,800sf/4 ops. \$4k sublet income at this location as well! **\$225k**

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LV-756 LAS VEGAS—Brand new 1,600sf/3 op office (Plumbed for 1 add'l op) Attractive & well-equipped in Rtl Shpng Ctr. **\$150k**

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NEVADA CONTINUED

R-810 DAYTON—Gross Rcpts over \$1mil in 08! Amazing, quality, well-estab w/loyal, stable patient base & seasoned staff. Excellent signage, easy freeway accessibility, ample parking. 1,500sf & 5 ops. **\$595k**

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NEW! I-8481 TWO PERIO practices CENTRAL VALLEY - Office¹: 1,100sf & 2 ops. Office²: 1,660sf & 2 ops **\$130k**



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*Timothy G. Giroux
DDS/Broker*

ASK THE BROKER

Question:

I was thinking of retiring this year but I assume with this economy that it is a bad time and I should wait. Is this true?

(Name Withheld)

I was at the Sacramento Dental Society meeting last week and we had one of the best turn-outs in years. Believe it or not, at least four older Doctors asked me this same question! And believe it or not, the situation is just the opposite. It is true that we have been experiencing a reduction in inventory for more than a year but some of our practices are still selling for record prices in a record amount of time.

Seven to eight years ago, the JADA published an article with the prediction that an extremely large number of practices would hit the market when "baby boomers" start to retire. That "excess" of practices for sale was predicted to happen around 2012. Currently, we have a SHORTAGE of good practices on the market. This translates into your typical and classic "supply and demand" scenario which now actually favors the Sellers.

Another possible factor that makes this a great time to sell is that excellent financing is still available. Interest rates have crept up slightly but are still at record lows for qualified Buyers.

Several points of clarification:

In contrast to previous "seller's" markets, the rising tide does not float all the boats. Moderate to large-sized practices (those priced \$300K and up) will get full value or even premiums if the cash flow is in expected ranges. Struggling practices with low cash flow are harder to sell in this market. This is a tougher environment to grow a practice and the buyers are not willing to take that chance. Declining revenues can also create additional buyer and lender caution.

From our experience, local markets that have been hit harder by the economy than the rest of the country are very stagnant. Bay Area and Sacramento practices are very HOT right now, but Phoenix and Las Vegas are still somewhat sluggish. Outlying communities in the greater urban areas are also slower, but values are constant unless time is an issue.

CONCLUSION: **IF** you are ready to retire, do NOT wait! Right now the demand is greater than the supply. At some point, we expect a "booming" buyer's market when the "baby boomers" decide it's time to retire.

Timothy G. Giroux, DDS is currently the Owner & Broker at Western Practice Sales (westernpracticesales.com) and a member of the nationally recognized dental organization, ADS Transitions. A graduate of Creighton University, School of Dentistry (1983), he and his wife, Mona Chang, DDS (LLUSD 1984) were in private practice together for 15 years in Scottsdale, AZ, before establishing their home in northern California.

Questions? Email them directly to Timothy G. Giroux, DDS : wps@succeed.net or Call 800.641.4179

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Linda Schwartz-Wright
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5964 SANTA ROSA'S DOCTOR'S PARK

Best location. 3-Op digital office. No goodwill. 1/8th ownership in building + equipped suite. FP \$200,000 with terms.

5973 ORAL SURGERY PRACTICE - CALIFORNIA SIERRA NEVADAS

2009 realized \$510,000+. No competition, great country lifestyle.

5975 SACRAMENTO FOOTHILL COMMUNITY

Located in Fastest Growing California City in 2009 per Business Week

Minutes from Roseville/Granite Bay. Another great year with collections of \$1+ Million. Nice Profits on Owner's 13-hour week. Great reputation, no marketing & sound prevention philosophy. Busy Hygiene Dept, 20+ new patients/mth. Great future here.

5977 ORTHO - SOLANO COUNTY

Great starter practice or second office. Owner's out-of-area practice dictates part-time attention here with practice tracking \$335,000. Has done \$500,000+ with more attention. Motivated Seller.

5980 LAKE TAHOE

Big City Practice in Tahoe Paradise. 2009 tracking \$950,000+ with Profits of \$450,000. 2008 collected \$970,000. Attractive facility. This is a rare opportunity.

5983 ANTIOCH

Practice seeks a Successor who can devote more attention here. Tracking \$325,000 in 2009 on reduced schedule due to other commitments. Realized \$390,000+ in 2008 when Owner focused more attention here.

5985 COASTAL MENDOCINO COUNTY

Busy practice in desirable coastal area. Well established, this practice has been a consistent performer. 2009 topped \$675,000. Strong benchmark here is the Recall System. Ideal opportunity for high producer seeking lifestyle in exciting NorCal coastal environment.

5986 SAN JOSE

This practice was never impacted by the Recession. Conservative Owner continues to experience nice growth with 2009 producing and collecting \$460,000. Averaging 10+ new patients per month. Central location at intersection of Interstates 280 and 880.

5987 PEDIATRIC PRACTICE - NORTH SACRAMENTO VALLEY

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